

Message Text

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11

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INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 R

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R 010145Z FEB 75

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TO AMEMBASSY BONN

INFO AMEMBASSY PRAGUE

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E.O. 11652: N/A

TAGS: BBSR, CZ, GW

SUBJECT: GLOBAL MARKET RESEARCH: LABORATORY

INSTRUMENTS - GERMANY, CZECHOSLOVAKIA

REF: (A) STATE A 6864; (B) BONN 00963,
(C) 01,63

1. IN RESPONSE TO REF. U LIST OF END-USERS NOT EXCLUSIVE.
HOWEVER, NOT CLEAR WHAT IS MEANT BY ELECTRICAL INDUSTRY.
IF KINDEL CAN PROPERLY DEFINE IN TERMS OF PRODUCTS
MANUFACTURED AND IN FACT ESTABLISH EXTENSIVE LABORATORY
INSTRUMENT MARKET IN INDUSTRY, HE MAY PROCEED WITH
SELECTION. IF KINDEL PROCEEDS, POST REQUESTED TO CABLE
COMMERCE DEFINITION. UNDERSTOOD KINDEL THEN WOULD
USE MORE SPECIFIC NAMES FOR THAT INDUSTRY THROUGHOUT
REPORT AND INCLUDE INDUSTRY IN TABLE 7 OF SPECI-
FICATIONS. COMMERCE CONCURS WITH KINDEL DEFINITION
CONCERNING NUMBER OF LABORATORIES.

2. IN RESPONSE TO REF B, SIZE OF R AND D BUDGET SHOULD
NOT BE PRIME DETERMINANT IN SELECTION OF END-USER
INDUSTRIES FOR PROFILING. RATHER, EXPECTED EXPENDITURES
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ON LAB INSTRUMENTS IN TABLE 7 OF SPECIFICATIONS,

SHOULD SERVE AS PRINCIPAL MEASURE IN SELECTION. IF THIS
CANNOT BE DETERMINED ROUGHLY IN PRELIMINARY STAGES
FOR MACHINE BUILDING INDUSTRY IN CSSR, THEN SUGGEST

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KINDEL GO WITH KNOWN USER SUCH AS PRIMARY METALS
INDUSTRY. KISSINGER

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NNN

Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
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